



Indiana District Office Annual Report 2001

U.S. Small Business Administration



Hector V. Barreto
Administrator



Jan Wolfe
Acting Regional Administrator
Indiana District Director

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve the free competitive enterprise, and to maintain and strengthen the overall economy of our nation. Small business is critical to our economic recovery, to building America's future, and to helping the United States compete in today's global marketplace. Through its extensive network of field offices and partnerships with other public and private organizations, SBA is able to deliver its services to the most remote areas of the country.

Small businesses are the backbone of the American economy. They create two of every three new jobs, represent 99.7% of all employers, and invent more than half the nation's technological innovations.

The SBA Indiana District Office is responsible for the delivery of the agency's numerous programs and services to the 92 counties in the state. The office is located at 429 North Pennsylvania Street, Suite 100, Indianapolis, Indiana. Office hours are from 8:00 a.m. to 4:30 p.m., Monday through Friday.

U.S. Small Business Administration

FY 2001 TOTALS

7(a) Guaranty Loans

Total Loans: 615 Gross: \$127,725,827
(Total loan amount)

504 Certified Development Company Loans

Total Loans: 137 Gross: \$50,929,000
(Total SBA debenture)



Three Year Comparison

	1999	2000	2001
7(a) Guaranty Loans	508	582	615
Gross Dollars	\$109,715,000	\$136,345,000	\$127,725,827
504 CDC Loans	114	100	137
Gross Dollars	\$38,023,000	\$31,536,000	\$50,929,000

SBA Programs

7(a) Loan Guaranty

The program is designed to promote small business formation and growth by guaranteeing long-term loans to qualified firms. Loans are available for many business purposes, such as real estate, expansion, equipment, working capital, or inventory. The SBA can guarantee 75 percent of the loan amount up to \$1,000,000. For loans of \$150,000 or less, the guaranty rate is 85 percent. The interest rate is not to exceed 2.75 over the prime lending rate. Maturities are up to 10 years for working capital and up to 25 years for fixed assets.

504 Certified Development Companies (CDCs)

The 504 Program provides, through certified development companies, long-term, fixed-rate financing to small businesses to acquire real estate, machinery and equipment for expansion of the business or modernization of facilities. Typically, 504 loan proceeds are provided as follows: at least 10 percent by the borrower, 50 percent by an unguaranteed bank loan, and the remainder by an SBA-guaranteed debenture. The maximum SBA debenture is \$1 million.

Low Documentation Loan (SBA LowDoc)

The purpose of this streamlined program is to reduce the paperwork involved in loan requests of \$150,000 or less. Under LowDoc, the SBA uses a one-page application and relies on the strength of the individual applicant's character and credit history. The applicant must first satisfy all of the lender's requirements. The lender may then request a LowDoc guarantee of up to 80 percent for loans up to \$100,000, and up to 75 percent for loans between \$100,000 and \$150,000.

SBAExpress

SBAExpress loans help small businesses start, build, or grow. Lenders participating in the program can use their own forms and processes to approve loans in amounts up to \$150,000, provide minimal paperwork to the SBA to obtain a 50 percent guaranty on the loan, and take most servicing actions without prior approval by the SBA.

Small Business Development Centers

In partnership with the SBA, the Small Business Development Center (SBDC) Program provides management assistance to current and prospective small business owners. SBDCs offer one-stop assistance by providing a wide variety of information and guidance. The program is a cooperative effort of the private sector, the educational community, and federal, state, and local governments. Its purpose is to enhance economic development by providing management and technical assistance to small businesses. Indiana's SBDC Network is comprised of a Lead Center, headed by Debbie Bishop-Trocha, in Indianapolis and 13 regional centers across the state.

During the past year, the SBDC counseled over 3,176 clients for a total of 15,077 hours. Offering 552 workshops, seminars, and conferences that addressed a variety of topics, the SBDC Network had more than 7,476 attendees at their training programs which resulted in 32,941 training hours.

Network Lead Center	(317) 234-2082
Bloomington Area	(812) 339-8937
Columbus	(812) 372-6480
East Central Indiana	(765) 284-8144
Kokomo/Howard County	(765) 454-7922
Greater Lafayette Area	(765) 742-2394
Northeast Indiana	(219) 426-0040
Northwest Indiana	(219) 762-1696
Richmond/Wayne County	(765) 962-2887
South Bend Area	(219) 282-4350
Southeastern Indiana	(812) 265-3127
Southern Indiana	(812) 945-0266
Southwestern Indiana	(812) 425-7232
Terre Haute Area	(812) 237-7676

SCORE

The Service Corps of Retired Executives (SCORE) is a program sponsored by the SBA that matches volunteers with small businesses that need expert advice. Volunteers, whose collective experience spans the full range of American enterprise, share their management and technical expertise with present and prospective owners and managers of small businesses, free of charge. The Indianapolis SCORE Chapter presents a one-day seminar at Ivy Tech State College, One West 26th Street, Indianapolis. To cover meeting expenses, a nominal advance registration fee of \$25 per person is charged. If additional room is available, walk-in registration is \$30.

State totals show x,xxx counseling hours were devoted to x,xxx counseling sessions. Also, xxx workshops were conducted with x,xxx individuals in attendance. Indiana has 13 SCORE Chapters which are comprised of xxx members who contributed xx,xxx volunteer hours this year. Their website is www.scoreindiana.org.

SBA Indiana SCORE Office Locations

Anderson	(765) 642-0264
Bloomington	(812) 339-8937
Columbus	(812) 379-4457
Elkhart	(219) 293-1531
Evansville	(812) 426-6144
Fort Wayne	(219) 422-2601
Gary	(219) 882-3918
Indianapolis	(317) 226-7264
Kokomo	(765) 457-5301
Logansport	(219) 753-6388
Marion	(765) 668-5421
New Albany	(812) 944-9678
South Bend	(219) 282-4350

SBA Indiana Certified Development Companies

Statewide

Indiana Statewide Certified Development Corp. Community Development Corporation
4181 East 96th Street, Suite 200
Indianapolis, IN 46240
(317) 843-9704

Allen County

840 City-County Building
Fort Wayne, IN 46802
(219) 427-1127

Lake, Porter, LaPorte, Newton, Jasper, Starke, and Pulaski Counties

Northwest Indiana Regional Development Corporation
6100 Southport Road
Portage, IN 46368
(219) 763-6303

Marion, Boone, Hendricks, Morgan, Johnson, Shelby, and Hancock Counties

Premier Capital Corporation
11 South Meridian Street, Suite 504
Indianapolis, IN 46204
(317) 974-0504

St. Joseph County

Business Development Corporation
1200 County-City Building
South Bend, IN 46601
(219) 235-9278

Associate Indiana Certified Development Companies

Hammond

Hammond Development Corp.
649 Conkey Street
Hammond, IN 46324
(219) 853-6508

Lake County

Northwest Indiana Business Development Co.
4525 Indianapolis Boulevard
East Chicago, IN 46312
(219) 391-8205

Vanderburgh, Gibson, and Posey Counties

Metro Small Business Assistance Corporation
306 Civic Center Complex
Evansville, IN 47708
(812) 426-5857

An Associate CDC can counsel prospective borrowers and assist with the preparation of 504 loan packages. The application must be submitted to the SBA by one of the active CDCs.

SBA Indiana Certified Lenders

The most active and expert SBA lenders qualify for the Certified and Preferred Lender's Programs. Certified Lenders receive a partial delegation of authority to approve loans. Preferred lenders enjoy full delegation of lending authority.

Centier Bank
1500 119th Street
Whiting Indiana 46394-1100
(219) 659-0043

Fifth Third Bank of Central Indiana
251 North Illinois Street, Suite 1000
Indianapolis, IN 46204
(317) 383-2412

MetroBank
1033 North Meridian Street
P.O. Box 80551
Indianapolis, IN 46280-0451
(317) 573-2415

SBA Indiana Preferred Lenders

Allied Capital SBLC Corporation
8888 Keystone Crossing, Suite
1300
Indianapolis, IN 46240
(317) 581-8568

AMRESKO Independence
Funding, Inc.
700 North Pearl Street, Suite 2400
Dallas, TX 75201-7424
(214) 720-1776

Bank of the West, NA
10181 Truckee Airport Road
Truckee, CA 96161
(847) 839-7080 (Chicago)

Bank First National
(First National Bank of Zanesville)
8425 Woodfield Crossing Blvd.,
Suite 100
Indianapolis, IN 46240-2495
(317) 816-8860

Bank One, Indiana, NA
111 Monument Circle, Suite 971
Indianapolis, IN 46277
(317) 321-3000

Busey Business Bank
10321-B North Pennsylvania
Street
Indianapolis, IN 46280
(317) 574-1540

Business Loan Center
1301 North Hamilton Street,
Suite 200
Richmond, VA 23230
1-888-333-6441

CitiCapital Small Business
Finance, Inc.
250 Carpenter Freeway, Suite
115
Irving, TX 75062
(972) 652-4758

CIT Small Business Lending
Corporation
973 North Shadeland Avenue
Indianapolis, IN 46219
(317) 357-7110

Comerica Bank
250 East Fifth St., Suite 1500
Cincinnati, OH 45202
(513) 762-7660

First Union Small Business Capital
3815 River Crossing Parkway,
Suite 100
Indianapolis, IN 46240
(317) 566-2140

1st Source Bank
100 North Michigan Street
South Bend, IN 46634
(219) 235-2000

G. E. Capital Small Business
Finance Corp.
635 Maryville Centre Drive, Suite
120
St. Louis, MO 63141
1-800-447-2025 Ext. 3568

Heller Business Finance
500 West Monroe, 19th Floor
Chicago, IL 60661
1-877-441-0891

Huntington National Bank of
Indiana
201 North Illinois, Suite 1701
Indianapolis, IN 46204
(317) 237-2540

KeyBank
10 West Market Street
Indianapolis, IN 46204
(317) 464-2349

National City Bank of Indiana
One National City Center, 700E
Indianapolis, IN 46255
(317) 267-8887

PNC Bank, NA
4753 North Broad Street
Philadelphia, PA 19141
(215) 456-5200

Transamerica Small Business
Capital
220 North Street, Suite 604
Greenville, SC 29601
(864) 232-6197

Union Federal Savings Bank
45 North Pennsylvania Street
Indianapolis, IN 46204
(317) 269-4723

Union Planters Bank, NA
One Indiana Square
Indianapolis, IN 46204
(317) 221-6044

U.S. Bank
10 West Market Street
Indianapolis, IN 46204
(317) 822-1800

Wells Fargo Bank
Calhoun-Isles Office
1455 West Lake Street
Minneapolis, MN 55408
(612) 667-2836



The third annual Latino Expo & Job Fair, held on July 9th at the Indiana Convention Center in downtown Indianapolis, welcomed the largest crowd to date since the event's 1999 inception. Throughout the day, exhibitors provided the opportunity for approximately 6,000 members of the Hispanic community to find employment comprised of entry-level positions to management and professional levels. Additionally, various seminars were conducted for individuals interested in starting a small business or expanding a current business.

2001 Winners Circle Awards Dinner

RECOGNIZING LEADERS AND ADVOCATES OF SMALL BUSINESS

The SBA Winner's Circle Award's Dinner was held in early June at the Indiana Roof Ballroom in downtown Indianapolis for the fifth consecutive year. The annual event recognizes the accomplishments of Indiana's small business community.

'01 Highlights



The Indiana District Office announced its selection for the state's 2001 Minority Small Business of the Year. Larry S. Webb, President, Webb Construction, Inc., Gary, Indiana, was awarded this honor at the SBA Awards Luncheon held September 25th at The Ashantii Room in Indianapolis.



In early Fall, the SBA officially unveiled its resources at the Gary, East Chicago, Hammond Business Empowerment Center located at 504 Broadway, Suite 337, in downtown Gary. Entrepreneurs can utilize library resources, counseling, a Business Information Center, and much more to assist them with their venture.



Indiana District Office Staff

Executive Direction

Jeff Brolin

Information Resource Manager

Carol Burgess

Program Assistant

Darrell Mowery

Public Information Officer

Jan Wolfe

District Director

Administrative Division

Vernice Mathis

Office Automation Clerk

Peg Parrish

Collateral Cashier

Mary Robbins

Office Services Clerk

Connie Secrest

Administrative Officer

Indiana District Office Staff

Legal Division

Darlene Ballantyne

Legal Instruments Examiner

Francine Protogere

Attorney

Business Development & Minority Enterprise Development

Joyce Able

Business Development Specialist

John Bates

Assistant District Director BD/MED

Marty Anderson

Business Opportunity Specialist

Mike Hasler

Contract Negotiator

Deborah May

Business Development Specialist

Kathy Ragland

Business Opportunity Specialist

Paul Wyatt

Business Development Specialist

Indiana District Office Staff

Economic Development

Chuck Bates

Loan Specialist

Mark Beckman

Loan Specialist

Ronda Crouch

Loan Specialist

Carl Duke

Loan Specialist

F. Dean Edwards

Chief, Finance

Greg Gorski

Loan Specialist

Kevin Jessup

Loan Specialist

**SMALL BUSINESS ADMINISTRATION
INDIANA DISTRICT OFFICE**

429 N. Pennsylvania Street, Suite 100

Indianapolis, IN 46204-1873

(317) 226-7272

TTD-Hearing Impaired - (317) 226-5338

SBA Home Page - <http://www.sba.gov>